

**First Coordination Meeting
for the PHARMACEUTICAL INDUSTRY
in GCC & Yemen
Doha: 11 April 2011**



Guidelines to establish Gulf Pharmaceutical Industries Association (GPIA)

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Introduction

- Gulf Pharmaceutical Industries Association (GPIA) is GOIC initiative
- Qatar Pharma Factory who has shown interest to establish and support such association

GOIC Experience

GOIC has previous experience in establishing such associations:

- Gulf Petrochemicals and Chemicals Association (GPCA) during 2004
- Study on KBI development in GCC region

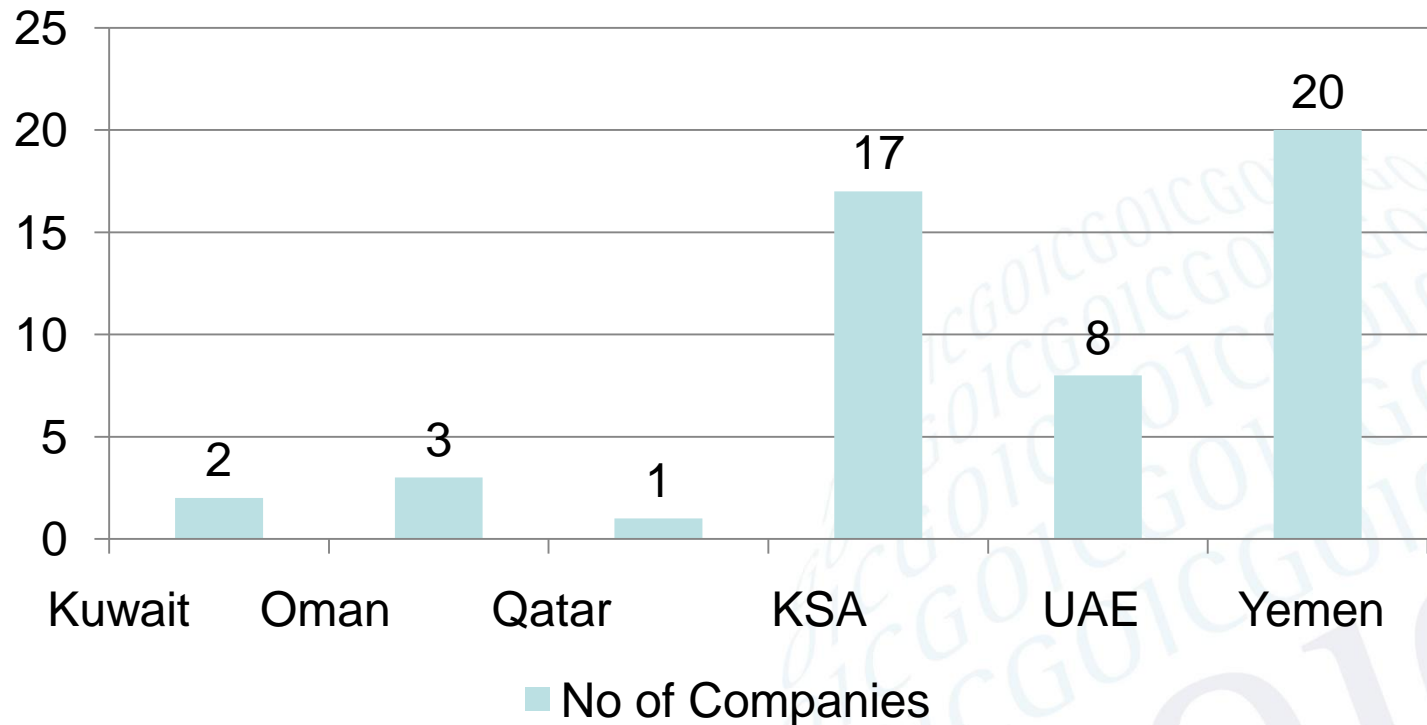
Need for Gulf Pharmaceutical Industries Association

Gulf Pharmaceutical Industries Association is necessary to:

- create a platform
- address the issues and development
- interact with industries
- promote industries

Overview of Pharmaceutical Industries

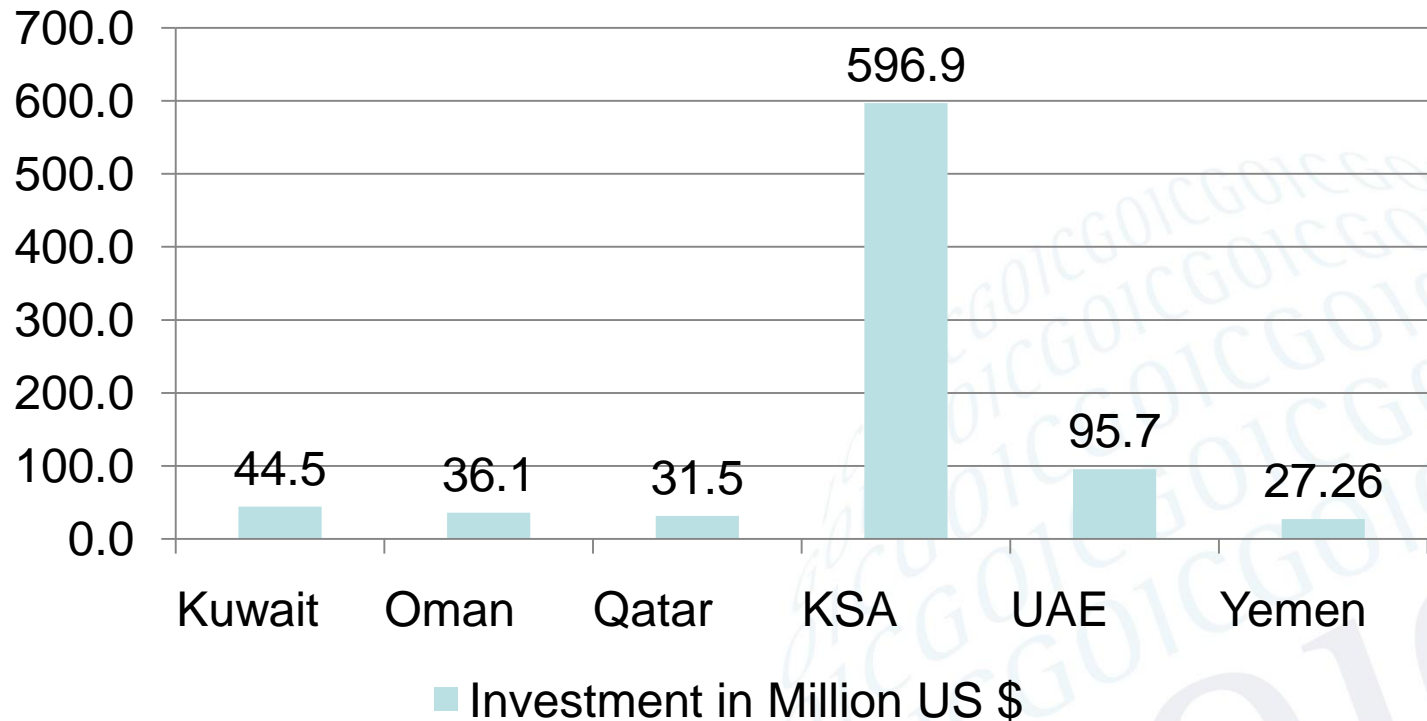
No of Companies - 2010



- Total companies in GCC & Yemen - 51 companies
- Yemen Figures are tentative, most of industries are intermediate in nature

Overview of Pharmaceutical Industries

Investment in Million US \$ - 2010



- Total investment in GCC & Yemen - 831.9 Million US \$
- Yemen Figures are tentative, most of industries are intermediate in nature

Objectives

- To promote pharmaceutical industries in GCC & Yemen
- Create a favorable economic, regulatory and political environment,
- Enable the pharmaceutical industry to meet the growing healthcare needs
- To have close interaction between the GPIA members for policies and decisions makers of the issues related to business and industry.

Objectives

(continue)

- To create and encourage mutual cooperation among the members
- Standardization of pharmaceutical products
- Strengthen the industrial linkages
- Building strong pharmaceutical company

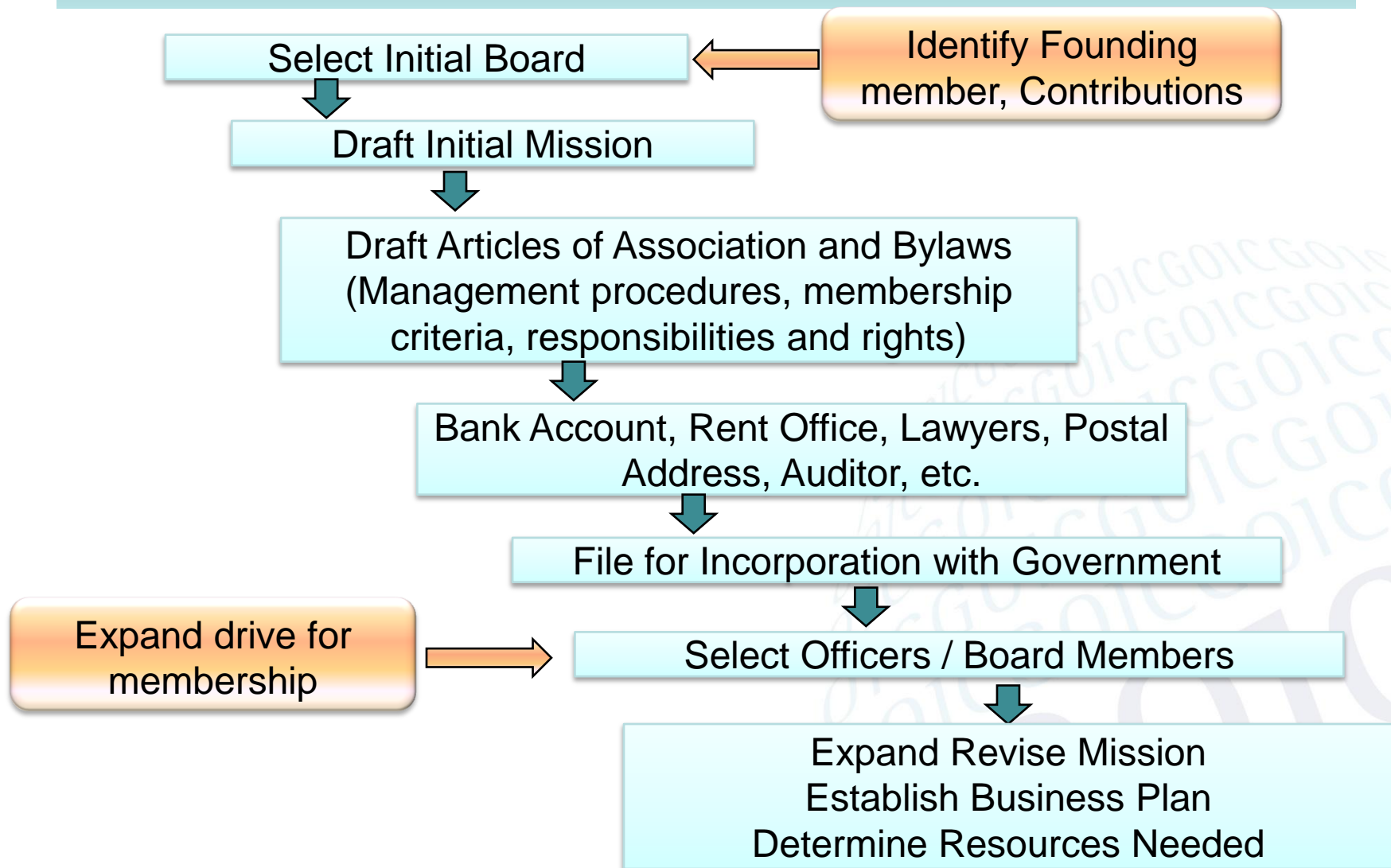
Benefits for GPIA members

- Be a part of the most elite group of the pharmaceutical professionals
- Gateway for latest in national and international news
- An edge over Competitive advantage
- Connect to regional and global industries
- GPIA seminars and conferences
- Enhancing knowledge and skills level

FUNCTIONS / OUTPUTS

- **Association website**
- **Newsletters / Magazines**
- **Membership directories and yearbooks.**
- **Database on members**
- **Meetings and Conferences**

STAGES AND PROCESS



GOIC Role

GOIC will take this initiative to further step by providing all necessary assistance such as:

- Project guidelines to start an association
- Prepare By Laws
- Assist in forming Association Board
- Provide office space, Infrastructure for initial one year
- Provide tools and techniques – SPX methodology
- Provide software to maintain member database
- Over all coordination

Budget

Item	Year 1*	Year 2	Year 3+
Resource	300,000	360,000	375,000
Essentials	20,000	20,000	20,000
Utilities	*	20,000	20,000
Infrastructure	*	60,000	70,000
Miscellaneous and Recurring expenditures	*	50,000	60,000
Tools and methodology	295,705	97,000	97,000
Total	615,705	607,000	552,000

* Initial one year will be hosted by GOIC

Initial Foundation

- An appeal to all Pharmaceutical Industries to be part founding member to establish GPIA.
- Willingness or Acceptance form will be distributed to proceed with GPIA

Conclusion

- A major effort has to be made by stake holders and Government to build up and maintain GPIA
- GOIC will extend its assistance to establish GPIA
- GOIC will host the 1st year GPIA operations.
- Pharmaceutical Industries can come forward to build the association by financial contribution.



Thank You

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